

DAS Procurement Services

- Procures goods and some services for 41 state agencies/ 16,000 employees.
- Procurement Services maintains over 500 contracts, which are used by state agencies.
- Contracts cover a wide variety of products—everything that government needs.
- Most contracts are available for use by political subdivisions and some are available for non-profits.

DAS Cooperative Procurement

- DAS participates in many cooperative procurements
 - NASPO/WSCA—multiple states
 - Minnesota Multistate Contracting Alliance for Pharmacy.
 - DAS/DOT cooperative contracts
- Today's presentation will focus on DAS and Regents cooperative procurements

DAS and Regents Cooperative Procurement Efforts

- Office Supplies
- Vehicles
- Procurement Card
- Electronic Bidding Tool
- Laboratory Equipment and Furniture
- Recycling (Lamps, Electronics, Paper)
- Hazardous Waste

Office Supplies

Brief history: Contract was recently rebid and awarded to Office Max

This was a cooperative effort with the Regents institutions, Department of Transportation, and the Iowa BioTech Association.

This contract takes advantage of all Regents institutions and state agencies spend to generate competitive pricing. The State of Iowa spends approximately \$4.3 million annually on office supplies, paper, toner, etc. The total projected spend on the contract is \$9.3 million.

Who is Eligible to use this contract?

All State of Iowa Agencies
Iowa Biotechnical Association Members
All Regents institutions
All political sub-divisions. (i.e. schools, cities, counties) and non-profits.

Toner Cartridge HP LSR42XHIYLD

List: \$347.68 Our Cost: \$186.80

30% Recycled Paper

List: \$47.99 Our Cost: \$34.34

OfficeMax Removable Notes

List: \$14.99 Our Cost: \$3.39

Procurement Cards

Brief history: The Regents awarded a P-card contract to US Bank and DAS joined the contract to take advantage of increased rebates.

SUI	\$	61,657,120
ISU	\$	24,117,125
UNI	\$	6,664,432
DAS	\$	<u>10,400,000</u>
Total	\$	102,838,677

Who is Eligible to use this contract?

State of Iowa Agencies
 Regents institutions
 Political sub-divisions. (i.e. schools, cities, counties)

Aggregate Net Annual Volume	Aggregate Volume Rebate Percentage
\$25,000	0.1500%
\$100,000	0.3420%

Vehicles

Brief History :

DAS and DOT bid vehicles on behalf of all state agencies and the Regents institutions.

DAS—law enforcement and passenger vehicles

DOT--trucks

Economy of scale. DAS and DOT take advantage of the manufacturer's fleet production schedule to gain savings for the State

Who is Eligible to use this contract?

All State of Iowa Agencies

All Regents institutions

All political sub-divisions. (i.e. schools, cities, counties) and non-profits

Lessons Learned

- Volume pricing doesn't work for every bid
 - Cisco
 - Apple
 - Microsoft
- Look for commonality
- Talking and Sharing information works